

CITY OF EL PASO, TEXAS
AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: POLICE

AGENDA DATE: APRIL 24, 2012

CONTACT PERSON/PHONE: ERIC SHELTON, ASSISTANT CHIEF, 564-7301
BRUCE D. COLLINS, PURCHASING MANAGER, 541-4313

DISTRICT (S) AFFECTED: ALL

SUBJECT:

The Police Department recommends award to Galls, LLC (Alternate #1) for solicitation 2012-148 Body Armor for an estimated 2 years total of \$377,300.00.

BACKGROUND / DISCUSSION:

The El Paso Police Department has reviewed solicitation 2012-148 Body Armor and recommends the contract be awarded to Galls, LLC for all items for an estimated annual amount of \$188,650.00; as the highest ranked proposer based on evaluation factors established for this best value procurement.

The Articles of Agreement between the City of El Paso and the El Paso Municipal Police Officers' Association requires that the City furnish body armor (vests) to each officer who requests one (Article 9, Section 2). Body Armor provides added safety to officers while performing their duties.

SELECTION SUMMARY:

Solicitation was advertised on 1/31/2012 and 2/7/2012. The postcards were mailed out on 2/1/2012. The solicitation was posted on City website on 1/31/2012. The email (Purmail) notification was sent out on 1/31/2012. Total of twenty-eight bidders with four local vendors were solicited and seven bids were received with one being a local vendor.

PRIOR COUNCIL ACTION:

Council awarded Contract No. 2010-015 Body Armor on December 1, 2009.

AMOUNT AND SOURCE OF FUNDING:

21010060-503120-01101 – General Fund - Uniforms and Apparel Supplies

BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD: _____
Name Signature Date

**COUNCIL PROJECT FORM
(REQUIREMENTS OR BEST VALUE BID)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **CONSENT** agenda (under **BEST VALUE PROCUREMENT**) for the Council Meeting of **APRIL 24, 2012**.

The award of Solicitation No. 2012-148 (Body Armor) to Galls, LLC for a total estimated award of \$377,300.00.

Department:	Police
Award to:	Galls, LLC (Alternate #1) Lexington, KY
Item(s):	All
Initial Term:	2 years
Option to Extend:	None
Payment Terms:	Net 30
Annual Estimated Award:	\$188,650.00
Total Estimated Award:	\$377,300.00 (2 years)
Account No.:	21010060 – 503120 – 01101
Funding Source:	General Fund – Uniforms and Apparel Supplies
District(s):	All

This is a Best Value, unit price contract.

The Financial Services - Purchasing Division and the El Paso Police Department recommends award as indicated to Galls, LLC the bidder offering the best value bid.

*******ADDITIONAL INFO BELOW*******

COMMITTEE SCORE SHEET

SOLICITATION NO: 2012-148
 SOLICITATION TITLE : BODY ARMOR
 POLICE DEPARTMENT

		GT Distributors, Inc.	Galls, LLC	Galls, LLC (Alt #1)	Galls, LLC (Alt #2)	Safety Supply, Inc.	Tactical Gear Now, Inc.	Uniforms of TX
		Austin, Tx	Lexington, KY	Lexington, KY	Lexington, KY	San Antonio, TX	Richardson, TX	El Paso, TX
Cost								
(# points/percent max)	35	28.01	31.76	35.00	29.87	34.18	28.37	27.80
	TOTAL	\$235,715.00	\$207,900.00	\$188,650.00	\$221,074.00	\$193,150.00	\$232,750.00	\$237,500.00
Group I - Item 1	(As submitted on bid)	\$153,725.00	\$148,500.00	\$134,750.00	\$157,910.00	\$137,250.00	\$166,250.00	\$155,000.00
Group I - Item 2	(As submitted on bid)	\$81,990.00	\$59,400.00	\$53,900.00	\$63,164.00	\$55,900.00	\$66,500.00	\$82,500.00
Design Recommendations								
(# points/percent max)	20	10.67	9.33	16.00	12.00	12.00	8.00	10.67
Comfort Level								
(# points/percent max)	30	10.00	6.60	24.00	24.00	18.00	10.00	10.00
Reputation & Quality of the Bidder's Service								
(# points/percent max)	10	6.00	9.33	9.33	9.33	9.00	8.67	0.00
Past Relationship/Performance with the City								
(# points/percent max)	5	2.00	0.00	0.00	0.00	0.00	1.00	2.00
(100 points/percent max)								
Grand Total	100	56.68	57.02	84.33	75.20	73.18	56.04	50.47



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: February 22, 2012
Project Name: Body Armor

Solicitation #: 2012-148
Department: Police

			GT DISTRIBUTORS, INC. AUSTIN, TX		GALLS, LLC. LEXINGTON, KY POINT BLANK - LX OFFER		GALLS, LLC. LEXINGTON, KY POINT BLANK HI-LITE OFFER		GALLS, LLC. LEXINGTON, KY PPE PYTHON GX IIIA OFFER	
ITEM	EST. ANN. QTY	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE
1.	250 EA	(MEN) PROTECTIVE BODY ARMOR* THREAT LEVEL IIIA (POLICE DEPARTMENT)	\$614.90	\$153,725.00	\$594.00	\$148,500.00	\$539.00	\$134,750.00	\$631.64	\$157,910.00
MANUFACTURER			SECOND CHANCE MR01 ALSO AVAILABLE IN FEMALE INSTRUCTURED		GALLS BY POINT BLANK-LX BP455		POINT BLANK HI-LITE		PPE - PYTHON	
					GALLS BY POINT BLANK		KXPIIIA BP747		GX IIIA	
2.	100 EA	(FEMALE) PROTECTIVE BODY ARMOR* THREAT LEVEL IIIA (POLICE DEPARTMENT)	\$819.90	\$81,990.00	\$594.00	\$59,400.00	\$539.00	\$53,900.00	\$631.64	\$63,164.00
MANUFACTURER			SECOND CHANCE SM01F STRUCTURED FEMALE		GALLS BY POINT BLANK-LX BP455		POINT BLANK HI-LITE		PPE - PYTHON	
					GALLS BY POINT BLANK		KXPIIIA BP747		GX IIIA	
TOTAL EXTENDED PRICE				\$235,715.00		\$207,900.00		\$188,650.00		\$221,074.00
*EACH PIECE OF ARMOR OR VEST SHALL INCLUDE THE FOLLOWING: TWO(2) WASHABLE OUTER GARMENTS OR CARRIERS, ONE(1) SET OF BALLISTIC PANELS, (1 FRONT, 1 BACK), ONE(1) TRAUMA REDUCTION DEVICE AS DESCRIBED WITHIN BID										
GROUP II - REPLACEMENT COMPONENTS: THE FOLLOWING ARE COMPONENTS, ACCESSORIES THAT WILL BE PURCHASED ON AN "AS NEEDED" BASIS.										
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE		UNIT PRICE		UNIT PRICE		UNIT PRICE	
1.	AS NEEDED	OUTER GARMENT OR CARRIER	\$60.97 APEX CARRIER FOR SM01F		\$72.25		\$61.75		\$56.00	
			\$64.69 SPA+ FOR MR01							

NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee. The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED BY:

DATE: 2/29/12



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: February 22, 2012
Project Name: Body Armor

Solicitation #: 2012-148
Department: Police

GROUP II - REPLACEMENT COMPONENTS: THE FOLLOWING ARE COMPONENTS, ACCESSORIES THAT WILL BE PURCHASED ON AN "AS NEEDED" BASIS.			GT DISTRIBUTORS, INC. AUSTIN, TX	GALLS, LLC. LEXINGTON, KY POINT BLANK - LX OFFER	GALLS, LLC. LEXINGTON, KY POINT BLANK HI-LITE OFFER	GALLS, LLC. LEXINGTON, KY PPE PYTHON GX IIIA OFFER
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
2.	AS NEEDED	BALLISTIC PANELS, FRONT	\$261.76 MR01 (MALE OR FEMALE) \$376.47 SM01F (STRUCTURED FEMALE)	N/A	N/A	N/A
3.	AS NEEDED	BALLISTIC PANELS, BACK	\$261.76 MR01 (MALE OR FEMALE) \$376.47 SM01F (STRUCTURED FEMALE)	N/A	N/A	N/A
4.	AS NEEDED	TRAUMA REDUCTION DEVICE 5"X 8"	(5" X 7") VENDORS SIZE \$47.05 MAP (ARAMID)	\$16.50	\$16.50	\$21.75
5.	AS NEEDED	TRAUMA REDUCTION DEVICE 6"X 8"	(5" x 8") VENDORS SIZE \$49.90 MAP (ARAMID)	N/A	N/A	N/A
6.	AS NEEDED	TRAUMA REDUCTION DEVICE 8"X 10"	(7" X 10") VENDORS SIZE \$73.52 MAP (ARAMID)	\$29.25	\$29.25	\$79.00 <small>*PPE SPEED PLATE-SEMI RIGID</small>
OPTION TO EXTEND THE TERM OF THE AGREEMENT THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:						

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APPROVED BY: *DB*

DATE: 2/29/12



CITY OF EL PASO BID TABULATION FORM



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Solicitation #: 2012-148
Department: Police

	GT DISTRIBUTORS, INC. AUSTIN, TX	GALLS, LLC. LEXINGTON, KY POINT BLANK - LX OFFER	GALLS, LLC. LEXINGTON, KY POINT BLANK HI-LITE OFFER	GALLS, LLC. LEXINGTON, KY PPE PYTHON GX IIIA OFFER
ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT:	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input checked="" type="checkbox"/> <small>GALLS CANNOT PREDICT PRICE INCREASES. WE WILL GLADLY ACCEPT A 1 YR EXT. IF WE HAVEN'T RECD. A PRICE INCREASE NEARING THE EXP. OF THE AGREEMENT.</small>	<input checked="" type="checkbox"/> <small>GALLS CANNOT PREDICT PRICE INCREASES. WE WILL GLADLY ACCEPT A 1 YR EXT. IF WE HAVEN'T RECD. A PRICE INCREASE NEARING THE EXP. OF THE AGREEMENT.</small>	<input checked="" type="checkbox"/> <small>GALLS CANNOT PREDICT PRICE INCREASES. WE WILL GLADLY ACCEPT A 1 YR EXT. IF WE HAVEN'T RECD. A PRICE INCREASE NEARING THE EXP. OF THE AGREEMENT.</small>
PAYMENT TERMS:	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS	NET 30 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>
BIDDER'S PROMISED DELIVERY: Within ___ consecutive calendar days	45	30-45	30 - 45	30-45
<small>IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR REJECTION OF THE BID.</small>				

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APPROVED BY: AB

DATE: 2/29/12



CITY OF EL PASO BID TABULATION FORM



Bid Opening Date: February 22, 2012
Project Name: Body Armor

Solicitation #: 2012-148
Department: Police

			SAFETY SUPPLY, INC. SAN ANTONIO, TX		TACTICAL GEAR NOW, INC. RICHARDSON, TX		UNIFORMS OF TEXAS EL PASO, TX			
ITEM	EST. ANN. QTY	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE	UNIT PRICE	EXTENDED PRICE
1.	250 EA	(MEN) PROTECTIVE BODY ARMOR* THREAT LEVEL IIIA (POLICE DEPARTMENT)	\$549.00	\$137,250.00	\$665.00	\$166,250.00	\$620.00	\$155,000.00		
MANUFACTURER			KDH DEFENSE ELITE MD-101-111A +		GH ARMOR SYSTEMS		SECOND CHANCE MR01			
			TRAUMA DEVICE W/2EA ELITE CARRIERS		LITE X IIIA		MALE OR FEMALE UNSTRUCTURED			
2.	100 EA	(FEMALE) PROTECTIVE BODY ARMOR* THREAT LEVEL IIIA (POLICE DEPARTMENT)	\$559.00	\$55,900.00	\$665.00	\$66,500.00	\$825.00	\$82,500.00		
MANUFACTURER			KDH DEFENSE LT-102F-111A +		GH ARMOR SYSTEMS		SECOND CHANCE SM01			
			TRAUMA DEVICE W/2EA SPIRIT CARRIERS		LITE X IIIA FEMALE		STRUCTURED FEMALE			
TOTAL EXTENDED PRICE				\$193,150.00		\$232,750.00		\$237,500.00		
*EACH PIECE OF ARMOR OR VEST SHALL INCLUDE THE FOLLOWING: TWO(2) WASHABLE OUTER GARMENTS OR CARRIERS, ONE(1) SET OF BALLISTIC PANELS, (1 FRONT, 1 BACK), ONE(1) TRAUMA REDUCTION DEVICE AS DESCRIBED WITHIN BID										
GROUP II - REPLACEMENT COMPONENTS: THE FOLLOWING ARE COMPONENTS, ACCESSORIES THAT WILL BE PURCHASED ON AN "AS NEEDED" BASIS.										
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE		UNIT PRICE		UNIT PRICE		UNIT PRICE	
1.	AS NEEDED	OUTER GARMENT OR CARRIER	\$54.90		\$68.50		\$75.00 (SPA+) \$80.00 (APEX)			

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Solicitation #: 2012-148

Project Name: Body Armor

Department: Police

GROUP II - REPLACEMENT COMPONENTS: THE FOLLOWING ARE COMPONENTS, ACCESSORIES THAT WILL BE PURCHASED ON AN "AS NEEDED" BASIS.		SAFETY SUPPLY, INC. SAN ANTONIO, TX	TACTICAL GEAR NOW, INC. RICHARDSON, TX	UNIFORMS OF TEXAS EL PASO, TX	
ITEM	EST. QTY.	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE
2.	AS NEEDED	BALLISTIC PANELS, FRONT	\$222.20	\$325.00	\$272.50 (MR01 3A) \$370.00 (SM01 3A FEMALE)
3.	AS NEEDED	BALLISTIC PANELS, BACK	\$222.20	\$325.00	\$272.50 (MR01) \$370.00 (SM01 3A FEMALE)
4.	AS NEEDED	TRAUMA REDUCTION DEVICE 5"X8"	\$21.00	\$25.65	(5X7) VENDORS SIZE \$60.00
5.	AS NEEDED	TRAUMA REDUCTION DEVICE 6"X8"	\$25.00	\$32.15	(5X8) VENDORS SIZE \$62.50
6.	AS NEEDED	TRAUMA REDUCTION DEVICE 8"X10"	\$29.00	\$35.65	(7X10) VENDORS SIZE \$82.50
OPTION TO EXTEND THE TERM OF THE AGREEMENT THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS. BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:					

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APPROVED BY:

DATE: 2/29/12



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Bid Opening Date: February 22, 2012
Project Name: Body Armor

Solicitation #: 2012-148
Department: Police

	SAFETY SUPPLY, INC. SAN ANTONIO, TX	TACTICAL GEAR NOW, INC. RICHARDSON, TX	UNIFORMS OF TEXAS EL PASO, TX
ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT:	<input checked="" type="checkbox"/> WITH 3% ESCALLATION	<input checked="" type="checkbox"/>	<input type="checkbox"/>
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF THE CONTRACT:	<input checked="" type="checkbox"/> WITH 3% ESCALLATION	<input type="checkbox"/>	<input type="checkbox"/>
NO OPTION OFFERED	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
PAYMENT TERMS:	(1/2) .5% - 10 DAYS	NET 30 DAYS	NET 30 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>
BIDDER'S PROMISED DELIVERY: Within ___ consecutive calendar days	45	30-45	30
IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL. A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR REJECTION OF THE BID.			
BIDS SOLICITED: 28	BIDS RECEIVED: 7		BIDS LOCAL: 4
			NO BIDS: 0

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APPROVED BY: *[Signature]*

DATE: 2/29/12

PROTECTIVE APPAREL CORP OF AMERICA
179 MINE LANE
JACKSBORO, TN 37757

HAYES & ASSOCIATE
13809 N. 57TH STREET
SCOTTDALE, AZ 85254

BOB BARNARD & ASSOCIATE
5860 LANGFIELD
HOUSTON, TX 77092

C & G WHOLESALE
10354 MILLER ROAD
DALLAS, TX 75233

*BN
NDAA
UTF*

SECOND CHANCE BODY ARMOR
P. O. BOX 578
CENTRAL LAKE, MI 49622-0578

*BN
NDAA
UTF*

NARDIS PUBLIC SAFETY
500 E. MAIN STREET
KILGORE, TX 75662

THOROUGHbred ASSOC., INC.
P. O. BOX 809
WINNSBORO, TX 75494-0809

ARMOR HOLDINGS INC
2208 PHEASANT RUN
PLANO, TX 75023

ABC DIVISION, LLC
ATTN: JOHN DURAN, INDUSTRIAL SALES
P. O. BOX 280588
LAKEWOOD, CO

PERSONAL DEFENSE CONCEPT
P. O. BOX 51285
MIDLAND, TX 79710

*BN
NDAA
UTF*

VALLEY OPERATIONAL WEAR
ATTN: SCOTT JEFFERSON
P. O. BOX 9415
2323 BLOUNT AVENUE
KNOXVILLE, TN 37920

TACTICAL GEAR NOW, INC.
ATTN: SIMON CHAFETZ
401 S. SHERMAN STREET SUITE 215
RICHARDSON, TX 75081

BOB BARNARD & ASSOCIATE
5860 LANGFIELD
HOUSTON, TX 77092

BENNY FRANK
213 S. EL PASO STREET
EL PASO, TX 79901

UNIFORMS OF TEXAS
ATTN: HECTOR AYALA, OWNER
6601 MONTANA AVE., SUITE B&C
EL PASO, TX 79925

GALLS
2680 PALUMBO DRIVE
LEXINGTON, KY 40509

THE WEST & ASSOCIATES
1644 COUNTY ROAD
HUDSON, CO 80642

MANNY TREVINO ENTERPRISES
135 JONATHAN
SAN ANTONIO, TX 78223

TACTICAL GEAR NOW, INC.
ATTN: RIKKI M. RUTCHIK
401 S. SHERMAN ST., SUITE 215
RICHARDSON, TX 75081

G T DISTRIBUTORS
ATTN: PRESTON WHEELLESS
PO BOX 16080
AUSTIN, TX, 78761

SUNSHINE PRODUCTS CORP
ATTN: RON KOGAN, PRESIDENT
6574 COBIA CIRCLE
BOYNTON BEACH, FL 33437

SRT SUPPLY INC
ATTN: J DABNOR
4450 60TH AVENUE NORTH
ST. PETERSBURG, FL, 33714

CEO FLASH PRECEDENCE LLC
ATTN: JIM MAGEE
5805 STATE BRIDGE RD
SUITE G-415
JOHNS CREEK, GA 30097

BAZAAR UNIFORMS AND MEN'S STORE
CHRISTOPHER JOSEPH
2430 EAST YANDELL
EL PASO, TX 79903

CASCO INDUSTRIES, INC.
ATTN: GREG HEMPHILL, SALES
REPRESENTATIVE
607 WEST 62ND ST
SHREVEPORT, LA 71106

KIESLER POLICE SUPPLY, INC.
ATTN: CASSI SHEARER, BID SPECIALIST
2802 SABLE MILL ROAD
JEFFERSONVILLE, IN 47130

ALCO INDUSTRIAL
3525 B HUECO STREET
EL PASO, TX 79903

TEXAS STATE DISTRIBUTORS
625 LANGHAM ROAD
BEAUMONT, TX 77707